

1003 Direct is Here!

FIPCO Announces the Release of the New 1003 Direct Functionality within Compliance Concierge™



Beth Kowing

I'm very excited to tell you about *Compliance Concierge's*™ new 1003 Direct functionality along with left bar navigation. 1003 Direct is designed to be utilized by lenders to begin the application process. Information entered in 1003 Direct will automatically be retained with the intention of bringing that data into the Origination phase of *Compliance Concierge*™. Lenders are allowed to enter as little or as much information as they want, and print the 1003 Uniform Residential Loan Application for the borrower to complete.

We created 1003 Direct purposely to not start the TRID timer. When the loan processor is ready to create early disclosures, they will simply pull the 1003 Direct loan from *Compliance Concierge's*™ database and continue entering information.



Another awesome function you will notice when accessing 1003 Direct is the left navigation bar capability. You can skip screens easily by selecting which screen you want to jump to. Left navigation bar will be available in *Compliance Concierge*™ Loan, Mortgage and Deposit in the future.

Best of all, there is no extra charge for existing customers to use these features! We at FIPCO hope you will find these new functions make your work more efficient.

Beth Kowing is Project Manager – Software for FIPCO® and can be reached at bkowing@fipco.com.

FIPCO: Grow a Successful Referral Program

With new customer acquisitions being so high, expanding relationships is the most cost-effective approach to growth. FIPCO has partnered with FinancialRefer to offer Bank Referral Tracking & Reporting Software and help you grow a successful referral program.

This new tracking and reporting software allows you to:

- **Send Referrals Between Staff**
The Referral Tracking system makes it easy to send and receive referrals between staff and departments in the financial institution.
- **Increase Cross-Selling**
Increase cross-selling opportunities by putting a formal referral system in place that shows staff referral results.
- **Track Referral Outcomes**
By tracking the outcomes of referrals, you will understand the value of every referral and where to focus referral efforts.
- **Referral Notifications**
Automated referral alerts go out when a referral is received, statuses are updated and referrals are closed.
- **Grow Deeper Relationships**
FinancialRefer helps banks become the one-stop shop for their customer's banking needs.
- **One-Click Referral Reports**
No more using spreadsheets to track your referrals. FinancialRefer tracks everything automatically and makes it easy to run a report at anytime.

Questions: please contact FIPCO Sales at fipcosales@fipco.com.



Want to learn more?

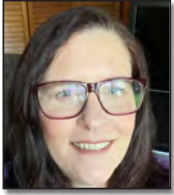
Join us for a FREE, no obligation demo on:

- » July 15 | 2 - 3 pm
- » July 29 | 10 - 11:00 am

The demo will be 30 minutes in length with time afterwards for questions.

Rapidly grow referrals with simple referral tracking software.

FIPCO Board of Directors Thanked; New Board Introduced



Mary Hansen

The FIPCO Professional Staff is pleased to announce the 2020-2021 FIPCO Board of Directors and welcome **Mary Hansen** from Community First Bank, Rosholt. Mary is a former member of WBA Technology and Operations Committee and currently serves on the Jack Henry National User Group Board.

Mary will be joining the following members as they continue to serve their terms:



Amy Johnson

- » **Daniel De Jager**, Vice President, Farmers & Merchants Union Bank, Columbus
- » **Nicole M. Kitowski**, Chief Risk Officer, Executive Vice President, Associated Bank, National Association, Green Bay
- » **David J. Krutz**, President and CFO, Greenleaf Bank, Greenleaf

- » **Herbert L. Lallemond**, President and CEO, Waumandee State Bank, Waumandee
- » **Kim Malcom**, Vice President/Consumer Loan Officer, Tri-Valley Bank, Randolph, Iowa
- » **Aaron B. Powell**, Partner and Chief Strategy Officer, Flexion Inc., Sun Prairie
- » **Rose Oswald Poels**, Chairman of the Board, CEO and Director, Wisconsin Bankers Association, Madison
- » **Pamela J. Kelly**, President, Financial Institution Products Corporation®, Madison

“We are thankful for you giving of your time, talents, and leadership as active stewards of our organization and the financial industry. Our achievements at FIPCO would not be possible without each member’s involvement,” according to **Pam Kelly**, FIPCO President. “We would also like to thank the following retiring member for her involvement with this vital group. We appreciate your service to the financial industry”:

- » **Amy Johnson**, Dairy State Bank, Menomonie

Questions or comments regarding the FIPCO Board of Directors may be directed to **Pam Kelly** at pkelly@fipco.com or (800) 722-3498, ext 234.

- » **A Novel Idea:** FIPCO’s **Cathy Barnes** is reading “I’ve Been Thinking...” by Maria Shriver.



CHARM Booklet Revised to Comply with Reg. Z Requirements

CFPB has revised the CHARM booklet and indicated creditors may immediately begin using the revised booklet or a suitable substitute to comply with the requirements in Regulation Z. Forms development is still reviewing the new version to determine the extent of the changes. Do you still have an existing supply of CHARM booklets? Don’t worry, creditors may also use earlier versions until existing supplies are exhausted.

Looking for other Mortgage Booklets like the CFPB’s Your Home Loan Tool Kit or HELOC Booklet?

FIPCO has what you need.



- **CFPB’s Your Home Loan Tool Kit: A Step by Step Guide**

This booklet is designed to be used in connection with the Loan Estimate and Closing Disclosure forms. This booklet is a toolkit that can help the consumer make better choices along the path to owning a home.

- **HELOC Booklet: What You Should Know About Home Equity Lines of Credit**

Home Equity Lines of Credit – What You Should Know About contains information on home equity lines of credit; includes a glossary of terms and a checklist to use in shopping for a plan.

All three booklets can be ordered through FIPCO. Simply click here to [learn more](#). Email to reserve your copies of the updated CHARM booklet when it becomes available. We expect shipment in July or August.

Support Corner with Chris and Cathy

Let us help – call us at 800-722-3498, option 4.

Q: My initial escrow amount seems incorrect. Which escrow disbursement dates should be entered into the software?

A: The initial escrow account statement is a forward-looking projection of anticipated activity in the account’s first year, meaning a 12-month period beginning with the borrower’s initial payment date.

Compliance Concierge™ software supports preparation of this initial escrow account statement. All disbursement dates entered should be within the first one-year period following the first (initial) payment date. Disbursement dates outside of this first year period should be analyzed by other means outside of *Compliance Concierge™* software.

Why is it Important to Receive Training on Compliance Concierge™ Software?

There are many benefits to software training including; increased knowledge, increased usability, decreased frustration, increased productivity. FIPCO's qualified instructors would like to help your Compliance Concierge™ users become more efficient and satisfied.

Training materials are included in these FIPCO instructor-lead courses. We can even customize the curriculum to meet your specific needs! Events are scheduled for the month of July.

All events are Compliance Concierge™ run-side courses.

July 2, 1-4pm:	Deposit Accounts Training
July 7, 9-11am:	Basic Consumer Loans Training
July 7, 1-3pm:	HELOC Training
July 8, 9-11am:	Commercial Loans Training
July 8, 1-3pm:	Ag Loans Training
July 9, 9a.m.-Noon:	Real Estate Purchase Training
July 9, 1-4pm:	Real Estate Refinance Training

Contact [Alice Hamilton](#) at 800-722-3498, ext. 233 for more information, or register at www.fipco.com.

Have you heard that FIPCO offers FREE demo webinars designed with your needs in mind?

July 7, 10 am:	Ari an Online Presence Demo
July 7, 2 pm:	BankBright – Digital Lending & Account Opening Platform Demo
July 14, 2 pm:	ABS BankManager Elite Demo
July 15, 2 pm:	FinancialRefer – Grow a Successful Referral Program Demo
July 16, 10 am:	ABS BankManager Elite Demo
July 16, 2 pm:	Ari an Online Presence Demo
July 21, 10 am:	ABS BankManager Elite Demo
July 21, 2 pm:	Ari an Online Presence Demo
July 23, 10 am:	BankBright – Digital Lending & Account Opening Platform Demo
July 23, 2 pm:	ABS BankManager Elite Demo

eSignature powered by DocuSign demos available upon request.

[Sign up today!](#)

Get to Know Us:

FIPCO Team Member: Nancy Hamele



Nancy Hamele

Meet **Nancy Hamele** FIPCO's Business Analyst – Deposit. She reveals more about herself, below...

» **Home town:** I was born and spent my childhood in Oregon, Wis. I finished grade school, middle school, and high school in DeForest, where I still reside today.

» **Best fish fry** (in Wisconsin, of course):

While I do love a good fish fry, Lockwoods Longshot in Arlington, Wis. has the best jumbo shrimp.

» **Favorite App/game on your phone:**

I enjoy a good game of solitaire from time to time, followed by a game called Wordscapes.

» **Favorite magazine or publication you enjoy reading:**

To start my day off on a positive note, every morning I read uplifting stories from Morning Smile by *InspireMore.com*. I also enjoy reading animal rescue stories on the Animal Rescue Site.



» **Favorite vacation spot** (in Wisconsin, of course):

My favorite type of vacation is a warm sunny beach destination and I've been fortunate to visit a few; however I cannot pick one favorite as there are many more I want to see and experience. Two years ago, I went on an Alaska cruise and land tour which so far has been my favorite vacation.

» **Favorite book:** I don't read books. I try but I rarely finish.

» **If I won a million dollars, I would:**

I would retire and with all my spare time I would volunteer. After paying off any debt, I would trade in my car for a new sporty Chevy Blazer, I would build a big kennel and dog run and foster lots of dogs, I would take my family and close friends on several vacations and if there is enough, I would buy a motor home and travel the U.S.

» *Want to stay up to date on everything going on at FIPCO? Make sure to follow us on social media!*  

CaseStudy



FIPCO ShareFI
has become a
trusted advisor
and an extension of our team.

THE COMPANY

Location: Sun Prairie, WI
Asset Size: \$460 million
FIPCO customer since September 2019



The Bank of Sun Prairie has worked with ShareFI in the following areas: Operational Efficiency, Shared Controller, Internal Quality Control, Compliance Reviews and General Bank Consulting.

“ShareFI has become a trusted advisor and an extension of our team at the Bank of Sun Prairie in a short period of time. Their recommendations have been spot on and they have helped us discover opportunities to streamline workflow across the bank. In a world of competition, I have found their business model to be centered around listening to the needs of their customers and being flexible in customizing solutions to meet our needs. I have been especially impressed with the skill and expertise of the staff and their depth in understanding of how things really work in small to mid-sized community banks. The ease of doing business with ShareFI has unquestionably been a value-add for us and an important part of the bank's strategy as we move forward.”

Data compiled by: Jimmy Kauffman
President and CEO, and Chairman of the Board of Directors
Bank of Sun Prairie

Challenges

- Lack of a Budgeting Software
- Rising Audit Costs
- Bank Efficiency
- Retirement of our Head of Compliance

Solutions

- **Secondary Market Quality Control Audit**
- Our IQC program conforms to the standards of FHLMC, FNMA and MPF mortgage programs at an affordable cost.
- **Annual Budget with Monthly Support**
- Utilizing Plansmith Budget Compass, our experienced financial advisors will assist with budget preparation and monthly Board reporting.
- **Workforce Optimization Study**
- We provide staff training on Continuous Improvement and LEAN Processes.
- **Compliance Review with Mentoring**
- Our certified professionals will assist with risk assessments, documentation, file reviews, and violation mitigation.

Your ShareFI Team:



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